

## **The Minto Group and B4 Consulting Will Present at SAPPHIRE® NOW Conference**

*Session Will Detail SAP® Best Practices for Engineering and Construction and Common Area Maintenance Expense Recovery for Real Estate*

**Waltham, Mass. — May 09, 2011--** [B4 Consulting®](#), helping companies grow with SAP® software, services and support, today announced it will co-present a session with The Minto Group at the SAPPHIRE® NOW conference. During the microforum presentation, titled “Minto Uses SAP Best Practices to Accelerate Growth,” executives from The Minto Group and B4 Consulting will discuss how B4 Consulting is using SAP Best Practices to implement the SAP for Engineering, Construction & Operations (SAP EC&O) solutions at The Minto Group headquarters in Ottawa, Canada. They will also overview the new SAP Common Area Maintenance Expense Recovery (SAP CAM Expense Recovery) application. [SAPPHIRE NOW](#) will be held at the Orange County Convention Center, Orlando, Fla., May 15 – 18.

“[The Minto Group](#) exemplifies today’s forward-thinking real estate development company that wants to fuel future growth and advance financial performance by refreshing their business management technologies,” said Klaus Schottenhamel, president and CEO of B4 Consulting. “To gain business efficiencies and increase profit margins, Minto has a vision for bringing together different parts of their business on to a single integrated platform,” continued Schottenhamel. “SAP delivers that platform with SAP EC&O, and we’re accelerating the time to value of the solution with [SAP Best Practices](#). Moreover, SAP Best Practices give businesses a strategic edge as they help to drive down implementation times and costs, and help contribute to a low total cost of ownership.”

### **SAP Best Practices Accelerate Growth While SAP CAM Expense Recovery Will Improve Profit Margins**

The Minto Group is a diversified real estate company with an integrated business model that spans commercial real estate and homebuilding. A leading builder and developer in Canada and the United

States, Minto has built more than 70,000 homes and condos; and owns/or manages 16,000 residential rentals and 900 hospitality suites. On the commercial side, the company manages 2.8 million square feet of office, retail, and industrial space. Specializing in mixed-use space, Minto has aggressive growth plans and has selected to implement the SAP ERP application for their global enterprise resource planning and reporting solution, with B4 Consulting as their implementation partner.

“We selected B4 Consulting for their SAP experience but more importantly for their expertise in homebuilding and real estate. B4’s industry knowledge was a big selling point for us,” noted Michael Waters, Minto Group CFO.

SAP for EC&O solutions will integrate Minto’s key business processes, including finance, controlling, fixed assets, purchasing, property management, asset management, leasing, variant configuration and business intelligence. The SAP CAM application Expense Recovery application is integrated with the SAP Commercial Real Estate application. Driving process and cost efficiencies, SAP CAM Expense Recovery will also give Minto consistent, real-time information, comprehensive analytics and a completely compliant and auditable system. The SAP CAM Expense Recovery application will enable Minto to calculate, in a timely manner, common area expenses and pass-through the correct amounts of common area charges to tenants.

*Editorial Note: The Minto Group and B4 Consulting will present the microforum titled “Minto Uses SAP Best Practices to Accelerate Growth” at SAPPHIRE NOW on Tuesday, May 17 at 4p.m. EDT in the Industries Campus.*

#### **About B4 Consulting, Inc.**

An SAP gold channel partner, B4 Consulting integrates business processes and technologies globally for customers who want to grow their businesses using SAP solutions. B4 Consulting is authorized to resell and implement the entire SAP portfolio for the mid-market throughout North America and helps large enterprises accelerate the time-to-value of SAP Business Suite solutions. Advancing SAP Best Practices, B4 Consulting also focuses on engineering, construction, real estate, heavy equipment dealers, and professional services industries. [www.b4-consulting.com](http://www.b4-consulting.com).

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